

## Message Text

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PAGE 01 STATE 101687  
ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 EB-07 AID-05 SIG-02 COME-00  
TRSE-00 OMB-01 INRE-00 EPG-02 CIAE-00 INR-07  
NSAE-00 /041 R

DRAFTED BY OPIC/ID/LA:BTMANSBACH:SMW  
APPROVED BY EB/IDF/OIA:RDKAUZLARICH  
EB/IFD/OIA:DSTEBBING  
A/ECP:DTAHER (INFO)

-----042224Z 003554 /46

O 042151Z MAY 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LA PAZ IMMEDIATE  
AMEMBASSY BOGOTA IMMEDIATE  
AMCONSUL CALI IMMEDIATE  
AMEMBASSY LIMA IMMEDIATE  
AMCONSUL GUAYAQUIL IMMEDIATE  
AMEMBASSY QUITO IMMEDIATE

UNCLAS STATE 101687

FROM OPIC

E.O. 11652: N/A

TAGS: EINV

SUBJECT: ANDEAN INVESTMENT MISSION  
DEAN INVESTMENT MISSION

THE FOLLOWING INFORMATION RECEIVED TODAY:

1. COMPANY BIOGRAPHY:
2. INDIVIDUAL BIOGRAPHY:

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PAGE 02 STATE 101687

3. OBJECTIVE:

-- SOUTHLAND CAPITAL CORP.

1. SOUTHLAND CAPITAL CORPORATION IS A SAN DIEGO-BASED  
FINANCIAL SERVICE COMPANY. INCLUDED IN THE FIRM'S CURRENT  
PROJECTS IS PARTICIPATION AS A MANAGING GENERAL PARTNER

OF COMPANIA AGRICOLA DE SAN DIEGO WHICH OWNS AN ABACA FARM IN ECUADOR AND IS PURCHASING AN AFRICAN PALM FARM FOR PALM OIL PRODUCTION. SOUTHLAND CAPITAL, THROUGH A PARTNERSHIP WITH AN ECUADORIAN FIRM, ALSO IS PROVIDING FARM MANAGEMENT SERVICES TO INVESTORS IN AGRICULTURAL OPERATIONS IN THE RICH FARMING AREA OF SANTO DOMINGO DE LOS COLORADOS IN ECUADOR.

CONRAD WILL

2. CONRAD WILL IS PRESIDENT AND DIRECTOR OF SOUTHLAND CAPITAL CORPORATION. HE HAS EXTENSIVE REAL ESTATE AND FINANCIAL SERVICE EXPERIENCE, HAVING SERVED IN THE INVEST-

MENT DIVISION OF GRUBB AND ELLIS COMPANY AND SPECIALIZING IN STRUCTURING REAL ESTATE SYNDICATIONS. HE PREVIOUSLY WAS DISTRICT VICE-PRESIDENT OF U.S. MORTGAGE IN SAN DIEGO, WHERE ACTIVITIES CENTERED AROUND BUSINESS DEVELOPMENT AND LOAN UNDERWRITING, AND ALSO SERVED AS REGIONAL VICE-PRESIDENT IN CHARGE OF ALL WEST COAST OPERATIONS FOR GREENEBAUM PACIFIC MORTGAGE, A WHOLLY OWNED SUBSIDIARY OF GREENEBAUM MORTGAGE OF CHICAGO. WILL CURRENTLY IS A GENERAL PARTNER OF AUGUSTA BIXLER FARMS, A 2897-ACRE RANCH IN THE SAN JOAQUIN VALLEY OF CALIFORNIA AND PARTICIPATES IN THE MANAGEMENT AND ADMINISTRATIVE OPERATIONS OF THE FARMS.

HE IS A GRADUATE OF THE BUSINESS ADMINISTRATION PROGRAM OF TULANE UNIVERSITY.

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PAGE 03 STATE 101687

3. SOUTHLAND CAPITAL IS ACTIVELY INTERESTED IN PARTICIPATION IN AGRICULTURAL PROJECTS AND JOINT VENTURES IN THE ANDEAN COUNTRIES WITH SPECIAL EMPHASIS ON AFRICAN PALM AND RUBBER PROCESSING. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Original Handling Restrictions:** n/a  
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**SAS ID:** 2639274  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ANDEAN INVESTMENT MISSION DEAN INVESTMENT MISSION THE FOLLOWING INFORMATION RECEIVED TODAY  
**TAGS:** EINV, BTRA, BBAK, US, BL, CO, PE, EC, OPIC, SOUTHLAND CAPITAL CORPORATION, (WILL, CONRAD)  
**To:** LA PAZ BOGOTA MULTIPLE  
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**Review Markings:**  
Margaret P. Grafeld  
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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009